



M. A. BELNIAK
Key Account Manager
227-A South Street
Hopkinton, MA 01748
Phone: 508 435 8613
Fax: 508 435 8591
Voice Mail: 1-800-757-8255
ext. 67719

SENT VIA E-MAIL

December 23, 1997

To: New York Metro R.O.U. #1210 *(for dissemination to appropriate Retail Rep & Sales Rep)*
Mark Gambardella, DM 1222
Dave Figueroa, RM 1222

Re: BJ's Wholesale Club #77 New!
1050 Palisades Center Drive
West Nyack, NY 10994
SIS # 795033

BJ's Wholesale Clubs has requested the assistance of all tobacco manufacturers prior to the *Grand Opening* of the referenced new Club opening.

The request is that on 1/5/98 at 8:00 AM, tobacco company representatives be present in order to merchandise and load allocated carton fixture space.

Your assistance in ensuring RJR personnel are present on 1/5/98, would be appreciated.

- * Plan-o-gram attached
- * Authorized Brands Attached

Sincerely,

Mike

M. A. Belniak

MAB/nsk

cc: Systems Coordinator, 1210

Sales		Retail	
1221	5	1222	
1222		1223	
1223		1226	
1224		1229	
1225		RDM	
1226		PC	SC
1229		MC	PA
1240			
1244		RSM	RBM

51850 6219

SISM31UI - M31 Standard Account Information 12/23/97 10:30 AM

SR 122105 Rt 999 Freq N99 RR Rt Freq

Account 795033 -----PAYEE AND MAILING-----

Name BJ'S WHSLE CLUB #77

Address1 1050 PALISADES CENTER DRIVE

Address2 (AT PALISADES CENTER)

City,St WEST NYACK NY 10994

County 087 ROCKLAND Phone No

Retail Store no 77 Designation FAX No

SMS Delvry Addr Ind<?> 1-800 no

Type R (R,D,I,?) Segment<?> MC Print Group Seq Prop. Tax Group

Chain-Id 2515 00 00 BJ'S WHOLESALE CLUB Acct Groups

Corp <?> C Check Spec Hndlng N (Y/N) Weekly SIS RJR Volume

WHOLESALE VAP DPC WAM SIS IND Volume

Primary AIM RJR Volume 0

Second. Supplier AIM IND Volume 0

Tax-Id <?> Tax-Id Name

State Tax-Id Tax-Id Type N (S=SS F=Fed-Id, E=Exempt, N=None)

Tax Flag Tax Jurisdiction NOTES

Next Account

Last change on 12-08-1997 at 15:37:01.3 by KERSHOW, NANN Next Function<?>:

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

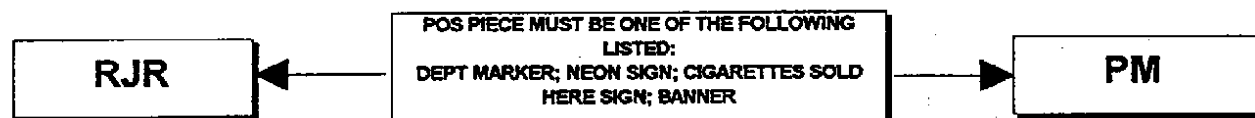
MENU HELP NEXT ADD ZOOM NEXT CHAIN M35 LGOFF

Enter New Information or overtype any changes

51850 6220



B.J.'S SERVICE CENTER PLAN-O-GRAM #4 **20 FOOT CARTON RACK** **5 SHELVES**



RJR SIGN	RJR SIGN	RJR	PM	PM SIGN	PM SIGN
RJR	RJR	RJR	PM	PM PACKS PM PACKS	PM
RJR	RJR	RJR	PM	PM	PM
RJR	RJR	LORILLARD	PM	PM	PM
BAT	BAT	LORILLARD	LORILLARD	PM	PM
BAT	LIGGETT & MYERS	PM	PM	PM	PM
4 FT 12 WIDE		4 FT 12 WIDE		4 FT 12 WIDE	

Denise A. Indelicato

ACCOUNT SIGNATURE / DATE

COMPANY	# ROWS	% ROWS
RJR	84	27%
PM	132	42%
PL	36	12%
BAT	36	12%
L&M	12	4%
CIGARS	12	4%
TOTAL	312	100%

1229 05815

CLUB # _____
CITY/ST _____

51850 6222

**BJ'S WHOLESALE CLUBS
RJR DISCONTINUED BRANDS**

12/23/97

BEST VALUE L M 85	
CAMEL ULT L F 85 SP	
CAMEL ULT L F 83 HP	
CAMEL ULT L F 100 HP	
CENTURY F 100 (25)	
CENTURY L F 85 (25)	
MAGNA F 85 SP	
MAGNA F 83 BOX	
MAGNA L F 83 BOX	
MONARCH M 100	
MORE LTS F 100 BOX	
MORE WHITE LT F 20	
MORE LTS M 100 BOX	
MORE WHITE LT M 120	
NOW M 85 SP	
SALEM GOLD M 83 BOX	
STERLING F 100	
STERLING L F 100	
STERLING L M 100 SP	

51850 6223